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Exceptional Golf! Remarkable Value!!



Golf Course Annual Update to City Council



Council Presentation
June 23, 2015



Lease Timeline

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- Management Agreement
November 2010 – January 2011
- Lease Agreement began February 2011
- Ten Year Lease Agreement (2011-2021)
 - Options for extension
- Just Completed Fourth Full Year



Rounds of Golf

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Course	2013	2014	Difference
Oso Beach	43,067	38,270	-4,797
Lozano	36,328	33,824	-2,504
Total	79,395	72,094	-7,301



Financial Review

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	2013	2014	Difference
Revenue	\$2,798,611	\$2,456,796	(\$341,815)
Expenditures	\$2,549,792	\$2,374,725	(\$175,067)
Net Operating Surplus	\$248,819	\$82,071	(\$166,748)
City Share of Surplus	\$124,409	\$41,036	(\$83,373)



Customer Satisfaction

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Oso Beach – 94.3% Good or Excellent
Lozano – 91.5% Good or Excellent
Overall – 93.1% Good or Excellent

Survey Question:

How would you rate the value received for your green fee paid?

Oso Beach: 60% Excellent, 36% Good, 4% Average
Lozano Golf Center: 64% Excellent, 28% Good, 6.4% Average



2014 Recap

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- Financial
 - Revenue share - \$82,071
 - All revenues were down due to decreased rounds from weather
 - Revenue per round \$35.43
- Rounds of Golf
 - Down due to Weather - 130 days with less than 60 paid rounds
 - Daily average for number of paid rounds: 105
- Improved Course and Facility Conditions
 - Lozano Golf Course Complex
 - Finished Bunker Renovations
 - Creation of a 5th set of tees at Lozano
 - Pro Shop Upgrades and Improvements at both sites



Facility Improvements

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Oso Beach Pro Shop





Facility Improvements



Completed Lozano Bunker Renovation Pictures



2015 Goals

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- Financial
 - 2015 Budget – Projected \$82,000 net operating surplus
- Purchase Additional Equipment
 - Utility Vehicles
- Facility Improvements (Capital Surcharge Fund)
 - Lozano
 - Improve drainage at range
 - Tee sign package featuring new course yardages
 - Oso Beach
 - Bunker Renovation
 - Cart path improvements
 - Forward tee construction holes: 1,5,6,7,9 and 11-13



Future Goals For Corpus Christi Golf

- Major Upgrade and Renovation of Lozano Practice Facility and 9 Hole Executive Course.
- New Clubhouse Buildings for Lozano Golf Center and Oso Beach Golf Course.

Questions?